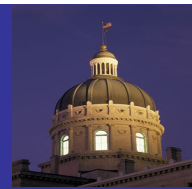




# Minority and Women's Business Enterprises Newsletter – February 22, 2006



## OneIndiana

### ONE INDIANA PROJECT

In an effort to achieve best-in-class pricing and service levels, Governor Daniels recently initiated a spend management initiative named *OneIndiana*. ONE stands for Operating with New Efficiency. This effort fosters an environment of collaborative procurement in State agencies to leverage their combined purchasing power to achieve the best combination of quality, service and price for the State. Some of the key objectives for *OneIndiana* are as follows:

- Achieve best-in-class pricing and contract terms by encouraging the vendor community to view different agencies as one single entity with uniform purchasing needs and requirements
- Achieve standardization in purchases and promote specifications that reflect the true “needs” and not the “wants” of users
- Continue to support Governor Daniels’ Buy Indiana initiative
- Facilitate and increase the use of QPAs by improving their value and benefits to users by implementing policies and procedures to make them mandatory

The state is conducting an extensive review of all goods and services for inclusion as *OneIndiana* targets. Please review the [Procurement Solicitation Page](#) on regular basis for these upcoming solicitations

Identify the product or service that your firm could offer to these projects. As the state moves toward fewer, more comprehensive purchases, it is critical that M/WBE firms be positioned to partner on the projects immediately when solicitations are released.

Now is the time to do your research to make connections with potential bidders on these projects. Review the Current State Contract Page for Vendors that currently perform these services or provide these products at <http://www.in.gov/idoa/contracts/>.

### MWBED DIRECTORY OF CERTIFIED FIRMS BECOMES MORE USER-FRIENDLY

To make the MWBED Directory of Certified Firms more user-friendly and to increase the marketability of our certified firms, we will no longer limit firms by listing regions of the state where a given firm can conduct business. Instead, all firms will be listed as available to work throughout the state, and each business can make fact-specific determinations regarding the feasibility of participating on given opportunities.

### MWBED GETS NEW DEPUTY DIRECTOR OF MARKETING AND COMPLIANCE

Please welcome Margie Chavez as the new Deputy Director of Marketing and Compliance. Margie joins the Division from the Family and Social Services Administration. Michelle Thompson has resigned to explore other professional opportunities that will provide her greater flexibility to spend more time with her family. The Division wishes them both the best in their new endeavors.

### EVENTS AND BUSINESS DEVELOPMENT OPPORTUNITIES



The Division maintains a calendar of upcoming events and conferences. Please visit [MWBED Event Calendar](#) to find out more about these upcoming events:

## Largest Opportunity for M/WBE on Stadium Project Anticipated



The Indiana Stadium project is moving right along. The pre-bid meeting has been postponed from February 21, 2006 to February 28, 2006.

The next scope of work being bid upon is all the interior work. Be proactive! If your company can provide a service to the stadium project, keep on your toes. Call the MWBED or Barbara Holder, the M/WBE coordinator for the stadium project.

Our office works directly with Barbara to ensure that our clients are receiving the amount of work that by law is supposed to be awarded to certified Woman-owned and Minority-owned Business Enterprises.

Barbara can be reached at 317-631-2947. You can also call our office at 317-232-3061 for more information.

The bids are due on March 14, 2006 for all interior scopes of the project.



## Be Proactive and Get the Contract!

Another suggestion is to think of the types of jobs that are out there with all scopes of any projects.

*An example: document transmittal and administrative services come to mind because there will always be paperwork that needs to be done at any jobsite.*

Our office has been informed that the smaller companies that are winning contracts are having trouble keeping up with the paperwork. **What a great way to insert your company into the process!**

This way, you become reputable with a company and you are taking the steps to be proactive when the next contract comes out on the website.



## STADIUM CONSTRUCTION BID NOTICES

The Division maintains a listing of upcoming Bids related to the Stadium and Convention Center Construction. Please visit the Contracting Opportunities Page at <http://www.in.gov/idoa/minority/opportunities.html>

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**Invitation To Bid – Architectural Interiors**  
**Pre-Bid Meeting February 21, 2006 – 2:00pm**

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## CONSTRUCTION AND FACILITY MAINTENANCE FIRMS ENCOURAGED TO REACH OUT!

The success of the new [IDOA State Facility MWBE Construction Policy](#) requires aggressive action by all interested parties.



Even with the big stadium project, the state continues to build and maintain facilities throughout Indiana prime contractors must meet participation goals, or prove that it is not possible. The MWBE Division assists primes and subs with making the connections. And now, MBE and WBE subcontractors must do their part to make the program a success.

Once or twice per week, MBEs and WBEs should check the Public Works construction bids at <http://www.BuyIndiana.in.gov> If a firm believes that it can provide an appropriate product or service on a particular project, please notify the Division at [mwbe@idoa.in.gov](mailto:mwbe@idoa.in.gov) .

Make certain to note which bid is of interest and which services the firm can provide. Contact information for interested M/WBE firms will be shared with all prime bidders who seek assistance with meeting the participation goals. One more tip, primes can only list a firm as a sub if a price is given in time to be submitted with the bid. Please be sensitive to this need.

State law requires that all firms working on construction projects valued over \$150,000 must be pre-certified by the Public Works Board. This process verifies the firms ability to do certain work and applies even to sub-contractors who earn a portion of the \$150,000.



M/WBE firms interested in construction or maintenance work should apply by following the instructions outlined at <http://www.in.gov/idoa/pwd/>

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## IDOA BUSINESS DIVERSITY: POWER NETWORKING EVENT – OVERWHELMING SUCCESS!

The Division has received an overwhelming response to the Power Networking Event that was held on Wednesday, February 8, 2006 at the Indiana Government South Conference Center.

Buyer and Seller training classes were well attended. Seller participants received instruction on how to maneuver through the IDOA - Public Works Division website and Indiana Department of Transportation Website to locate solicitation opportunities and other valuable information.

Buyer participants learned about State Contract Compliance, including reporting requirements and obtaining assistance in obtaining and maintaining subcontractor participation on state projects.

The Networking format won rave reviews from both Buyers and Sellers!

Buyers were excited about the greater number of contacts they made during this event. They highlighted the fact that the introductions were matched more closely to their current needs.

Sellers were excited about being able to choose to meet with Buyers that actually identified services or products that they provide.

All in all it sounded like it was a win-win situation for those that attended. The Division hopes to see YOU at the next event!

## Committed to Participation